



### BEFORE YOU VISIT THE DEALER



Know what you're getting into - arm yourself with as much information as possible so you'll know if you can afford the car and whether you're getting a good deal.

#### RESEARCH

- ☐ Read Reviews
- ☐ Decide most suitable fuel type for your needs
- ☐ Check engine, trim and optional equipment choices
- ☐ Check prices for similar cars
- ☐ Check dimensions if you intend to garage the car

#### HIDDEN HISTORY?

- ☐ Get a history check on any vehicle you're planning to look at (every vehicle on AA Cars comes with a complimentary 26-point car history check)

#### RUNNING COSTS

- ☐ Check likely insurance costs
- ☐ Check annual road tax costs
- ☐ Check likely fuel consumption?

#### BUDGET

- ☐ Check trade-in value of current car
- ☐ Arrange personal loan if borrowing
- ☐ Check how much you can afford to spend

#### PREPARATION

- ☐ Trade-in cleaned and prepared
- ☐ Make an appointment to view the car

### AT THE DEALER



Take your time and take someone with you if you can and remember that if a deal sounds too good to be true it probably is - you always have the option to walk away.

#### ASK THE RIGHT QUESTIONS

- ☐ Ask about any mechanical, history and mileage checks the dealer's done?
- ☐ Ask about the number and type of previous owners
- ☐ Ask if the car has been modified or repaired following an accident?
- ☐ Tell the dealer about any special requirements - towing, short journeys etc.

#### BEFORE THE TEST DRIVE

- ☐ Check general condition - consistent with age, price and mileage?
- ☐ Check everything electrical - does it all work?
- ☐ Check dashboard warning lights operate correctly
- ☐ Check keys - normally two
- ☐ Check tyres for condition/tread (budget for replacement if worn)
- ☐ Check the spare - full-size, skinny or compressor/sealant?
- ☐ Check jack/wheel changing tools (inc. locking wheel nut adapter)

## SPACE AND PRACTICALITY

- ☐ Can you get in and out easily?
- ☐ Can your passengers/children get in and out easily?
- ☐ Are seats comfortable?
- ☐ Can you adjust/remove seats easily to meet your needs?
- ☐ Can you adjust the seat and steering wheel to suit you?
- ☐ Can any child seats you use be installed correctly?
- ☐ Is the boot big enough – bike/golf clubs.....?
- ☐ If required, is a tow bracket fitted/can a tow bracket be fitted?
- ☐ Happy with the in car entertainment system – controls, sound, connectivity?
- ☐ Folding roof/sunroof (if fitted) operates normally up and down?

## TEST DRIVE – RIDE AND HANDLING

- ☐ Can you get a comfortable/safe driving position?
- ☐ Are your partner/children comfortable?
- ☐ Do clutch and gears operate normally?
- ☐ Do brakes and steering operate normally?
- ☐ Are you happy with the performance?
- ☐ Are you happy with minor controls?
- ☐ Is the ride comfortable/smooth on a range of road surfaces?
- ☐ Is the car easy to manoeuvre/park?
- ☐ Check for unusual clonks and rattles
- ☐ Drives OK in town/traffic?
- ☐ Drives OK on faster roads/motorway?

## DOCUMENTS

- ☐ Handbook present?
- ☐ Registration document (V5C) available?
- ☐ Service history/MOT records available?
- ☐ Details on V5C match vehicle e.g. VIN?
- ☐ Service history continuous and consistent with vehicle mileage?
- ☐ Tax disc – is one present/when does it expire?
- ☐ MOT – when does it expire/will dealer arrange a new MOT?

## WARRANTY

- ☐ Any balance of manufacturer warranty remaining and transferable?
- ☐ Is the dealer offering additional warranty
- ☐ Check terms & conditions of any additional warranty

## THE DEAL / DRIVING AWAY

- ☐ Negotiate and agree price/cost to change
- ☐ Get full terms of deal in writing
- ☐ Will dealer arrange tax – if required?
- ☐ Agree collection date
- ☐ Pay deposit
- ☐ Arrange insurance cover from collection date
- ☐ Remove all personal belongings from the car you're trading in
- ☐ Pay balance
- ☐ Complete new owners section of V5C registration document
- ☐ Check fuel level – it's probably very low
- ☐ Enjoy your new car